

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 EA-10 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 TRSE-00
STR-07 OMB-01 /054 W
-----079618 280142Z /73

R 270947Z APR 78
FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 7451
INFO AMEMBASSY BONN
AMEMBASSY BRUSSELS
AMEMBASSY LONDON
AMEMBASSY PARIS

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USEEC

E.O. 11652: N/A
TAGS: EAIR, JA
SUBJECT: REQUEST FOR ASSISTANCE: LOCKHEED GEORGIA

REF: (A) STATE 97290, (B) TOKYO 4809 (NOTAL),
(C) TOKYO 2075 (NOTAL)

SUMMARY: AS DEPARTMENT AWARE, EMBASSY TOKYO HAS OFFERED
WHAT WE CONSIDER TO BE CONTINUOUS AND APPROPRIATE SUPPORT
TO U.S. AIRCRAFT MANUFACTURERS IN THEIR EFFORTS TO SELL
IN JAPAN. LOCKHEED RESIDENT REP, WHO HAD NOT CALLED US
PREVIOUSLY, HAS NOW BRIEFED EMBOFF ON LOCKHEED'S EFFORTS
TO SELL L100 AIRCRAFT TO BOTH MARITIME SAFETY AGENCY
AND TOA DOMESTIC AIRLINES; HE REQUESTED NO PARTICULAR
ASSISTANCE. ORMSBY TELEX TO AMB WAS ANSWERED IN LETTER
DATED APRIL 4. ANOTHER LOCKHEED EXECUTIVE WILL BE CALLING
ON THE AMB MAY 12 AND EMBASSY WILL CONTINUE TO OFFER
APPROPRIATE ASSISTANCE TO LOCKHEED, AS WELL AS ALL OTHER
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U.S. MANUFACTURERS. END SUMMARY.

1. AS DEPARTMENT AWARE, EMBASSY TOKYO HAS OFFERED WHAT
WE CONSIDER TO BE CONTINUOUS AND APPROPRIATE SUPPORT TO
U.S. AIRCRAFT MANUFACTURERS IN THEIR EFFORTS TO SELL IN
JAPAN (SEE REFTELS).

2. RESIDENT LOCKHEED REPRESENTATIVE DAVIDSON, WHO HAS NOT CALLED ON US PREVIOUSLY, ACCOMPANIED BY VISITING REGIONAL MANAGER-INTL SALES FROM LOCKHEED-GEORGIA BEAVERS CALLED AT EMBASSY APRIL 20 TO BRIEF US ON LOCKHEED'S EFFORTS TO SELL ITS L100 AIRCRAFT TO BOTH THE MARITIME SAFETY AGENCY (MSA) AND TO TOA DOMESTIC AIRLINES (TOA).

3. BACKGROUND: THE MSA, AS PART OF ITS EFFORT TO BEEF UP ITS MARITIME SURVEILLANCE CAPABILITIES NOW THAT JAPAN HAS A 200 MILE FISHING ZONE, PLANS TO BOTH EXPAND AND MODERNIZE ITS FLEET OR PATROL AIRCRAFT OVER THE NEXT THREE-FOUR YEARS. SOUGHT AIRCRAFT FALL INTO THREE GENERAL CATEGORIES--LARGE (COMPARABLE TO A YS-11), MEDIUM, AND MEDIUM-SIZE HELICOPTERS; EXACT FINAL MIX OF THE FLEET HAS HOWEVER, NOT BEEN DETERMINED AND BUDGET IS YET TO BE ALLOCATED. SEVERAL U.S. COMPANIES ARE INTERESTED IN SUPPLYING THE MEDIUM SIZE AIRCRAFT WHEREAS, TO THE BEST OF OUR KNOWLEDGE, LOCKHEED IS THE ONLY U.S. MANUFACTURER INTERESTED IN SUPPLYING THE LARGER CRAFT TO MSA. AS EARLY AS MID-JANUARY EMBOFF CALLED ON MSA REQUESTING THAT THEY CONSIDER ALL AIRCRAFT CAREFULLY AND PICK THE ONES "BEST SUITED FOR THE JOB." DURING OUR DISCUSSION LAST WEEK, LOCKHEED REP TOLD US THEY HAVE BEEN DISCUSSING PROJECT DIRECTLY WITH MSA FOR ABOUT SIX MONTHS AND HAVE BEEN SATISFIED WITH PROGRESS TO DATE. THEY NOTED, HOW-

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3;34, THAT THE MSA NOW APPEARS TO BE STRETCHING OUT THE TIME FRAME OVER WHICH IT MIGHT ACQUIRE THE LARGER-SIZE AIRCRAFT, POSSIBLY BECAUSE IT IS CLOSE TO A DECISION ON THE MEDIUM-SIZE PLANES.

4. DAVIDSON ALSO SAID THAT LOCKHEED HAD ALSO CONTACTED TDA "LAST YEAR" AT A WORKING LEVEL IN ATTEMPT TO SELL TDA THE L100-31 AS REPLACEMENT FOR TDA'S AGING YS-11'S. TOP MANAGEMENT OF THE AIRLINE HAS, HOWEVER, BEEN RELUCTANT TO MEET WITH LOCKHEED OWING TO (A) CONTINUED FALLOUT FROM THE LOCKHEED SCANDAL AND (B) FACT THAT L100 IS, ACCORDING TO LOCKHEED, WELL SUITED TO TDA'S PRESENT ROUTE STRUCTURE. SHOULD TDA ACQUIRE THE L100 IT WOULD CONCEIVABLY PULL THE RUG OUT FROM UNDER ITS OWN ONGOING EFFORTS TO OBTAIN A MODIFIED AND EXPANDED ROUTE STRUCTURE FROM THE JAPANESE AVIATION AUTHORITIES. DAVIDSON SAID, HOWEVER, THAT LOCKHEED WAS "REMAINING IN TOUCH" WITH TDA.

5. EMBOFF BRIEFED LOCKHEED REPS ON THE EFFORTS EMBASSY HAS MADE TO TRY TO ASSURE THAT AIRCRAFT PURCHASE DECISIONS ARE BASED ON ECONOMIC RATHER THAN POLITICAL FACTORS. THE TWO REQUESTED NO PARTICULAR ASSISTANCE.

6. ORMSBY TELEX WAS ANSWERED IN LETTER FROM AMBASSADOR DATED APRIL 4. ANOTHER LOCKHEED EXECUTIVE, SR. VP WILSON, IS SCHEDULED TO CALL ON THE AMBASSADOR MAY 12 AND WE WILL CONTINUE TO OFFER APPROPRIATE ASSISTANCE TO HIM AS WELL AS ALL OTHER U.S. MANUFACTURERS SEEKING TO MARKET THEIR AIRCRAFT IN JAPAN.

7. COMMENT: RESIDENT LOCKHEED REP HAS LONG EXPERIENCE IN JAPAN AND APPEARS TO KNOW THE LOCAL MARKET SITUATION WELL. WE ARE SATISFIED THAT HE WILL CALL ON US IF HE

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STR-07 OMB-01 /054 W

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R 270947Z APR 78
FM AMEMBASSY TOKYO
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INFO AMEMBASSY BONN
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BELIEVES EMBASSY CAN BE OF APPROPRIATE HELP. SHERMAN

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Message Attributes

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TAGS: EAIR, JA, US, LOCKHEED GEORGIA
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